

**UNITARIAN UNIVERSALISTS FOR SOCIAL JUSTICE, INC.**  
**Profit & Loss Budget vs. Actual**  
July 2019 through May 2020

|   | <u>Jul '19 - May 20</u> | <u>Budget</u>    | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|---|-------------------------|------------------|-----------------------|--------------------|
| <b>Ordinary Income/Expense</b>          |                         |                  |                       |                    |
| <b>Income</b>                           |                         |                  |                       |                    |
| 4001 · Contributions-Congregations      | 17,615.85               | 22,442.75        | -4,826.90             | 78.49%             |
| 4002 · Contributions-Individuals        | 28,190.03               | 22,006.43        | 6,183.60              | 128.1%             |
| 4003 · Contributions-CFC                | 4,461.22                | 6,416.67         | -1,955.45             | 69.53%             |
| 4004 · Increased Contribs               | 0.00                    | 0.00             | 0.00                  | 0.0%               |
| 4013 · Memberships-Individuals          | 1,195.00                | 2,750.00         | -1,555.00             | 43.46%             |
| 4020 · Grant Income                     |                         |                  |                       |                    |
| 4021 · New Individual Contrib (Challen  | 0.00                    | 3,666.67         | -3,666.67             | 0.0%               |
| 4022 · UUA Grant Match                  | 0.00                    | 3,666.67         | -3,666.67             | 0.0%               |
| 4023 · Advocacy Contributions           | 0.00                    | 2,750.00         | -2,750.00             | 0.0%               |
| 4025 · Grant UUA GOTV                   | 25,000.00               | 0.00             | 25,000.00             | 100.0%             |
| 4026 · UUFPP Core Advocacy Grant        | 0.00                    | 11,000.00        | -11,000.00            | 0.0%               |
| 4027 · New Advocacy Contributions       | 14,000.00               | 0.00             | 14,000.00             | 100.0%             |
| <b>Total 4020 · Grant Income</b>        | <b>39,000.00</b>        | <b>21,083.34</b> | <b>17,916.66</b>      | <b>184.98%</b>     |
| 4030 · Programs                         | 44.09                   | 8,800.00         | -8,755.91             | 0.5%               |
| 4031 · Awards Gala                      | 10,884.65               | 5,500.00         | 5,384.65              | 197.9%             |
| 4050 · Investment Income                | 10.43                   | 9.17             | 1.26                  | 113.74%            |
| <b>Total Income</b>                     | <b>101,401.27</b>       | <b>89,008.36</b> | <b>12,392.91</b>      | <b>113.92%</b>     |
| <b>Gross Profit</b>                     | <b>101,401.27</b>       | <b>89,008.36</b> | <b>12,392.91</b>      | <b>113.92%</b>     |
| <b>Expense</b>                          |                         |                  |                       |                    |
| 5010 · Salary-Executive Director        | 28,800.00               | 29,333.33        | -533.33               | 98.18%             |
| 5011 · Salary-Admin. Asst.              | 7,800.00                | 11,916.67        | -4,116.67             | 65.46%             |
| 5015 · Payroll Taxes                    | 3,543.78                | 4,033.33         | -489.55               | 87.86%             |
| 5018 · Workers Comp Insurance           | 304.00                  | 366.67           | -62.67                | 82.91%             |
| 5019 · D&O Insurance                    | 624.00                  | 771.83           | -147.83               | 80.85%             |
| 5030 · Travel                           | 0.00                    | 660.00           | -660.00               | 0.0%               |
| 5050 · Fundraising Expenses             | 382.00                  | 0.00             | 382.00                | 100.0%             |
| 5055 · Development/Fundraising          | 0.00                    | 916.67           | -916.67               | 0.0%               |
| 5060 · Bank Service Charges             | 758.13                  | 0.00             | 758.13                | 100.0%             |
| 5080 · Board Expenses                   | 0.00                    | 0.00             | 0.00                  | 0.0%               |
| 5090 · Depreciation Expense             | 0.00                    | 0.00             | 0.00                  | 0.0%               |
| 5100 · Copying                          | 0.00                    | 91.67            | -91.67                | 0.0%               |
| 5120 · Filing Fees                      | 280.00                  | 504.17           | -224.17               | 55.54%             |
| 5130 · Postage                          | 0.00                    | 91.67            | -91.67                | 0.0%               |
| 5140 · Supplies                         | 1,393.00                | 550.00           | 843.00                | 253.27%            |
| 5180 · Grant Expenses                   |                         |                  |                       |                    |
| 5181 · Advocacy Grant Funded            | 2,647.97                | 14,666.67        | -12,018.70            | 18.05%             |
| 5182 · GOTV Grant                       | 0.00                    | 0.00             | 0.00                  | 0.0%               |
| 5184 · Grant Expenses-Travel            | 79.00                   | 0.00             | 79.00                 | 100.0%             |
| 5180 · Grant Expenses - Other           | 0.00                    | 0.00             | 0.00                  | 0.0%               |
| <b>Total 5180 · Grant Expenses</b>      | <b>2,726.97</b>         | <b>14,666.67</b> | <b>-11,939.70</b>     | <b>18.59%</b>      |
| 5183 · GOTV Self Funded                 | 0.00                    | 916.67           | -916.67               | 0.0%               |
| 5185 · Advocacy Self Funded             | 0.00                    | 6,416.67         | -6,416.67             | 0.0%               |
| 5186 · UUSJ-UUJEC Training Event        | 502.72                  | 2,291.67         | -1,788.95             | 21.94%             |
| 5190 · Program Expense                  | 375.00                  | 2,933.33         | -2,558.33             | 12.78%             |
| 5191 · Awards Gala Expenses             | 5,088.17                | 3,666.67         | 1,421.50              | 138.77%            |
| 5192 · Program Expenses-Outreach        | 0.00                    | 0.00             | 0.00                  | 0.0%               |
| 5200 · Meals                            | 0.00                    | 0.00             | 0.00                  | 0.0%               |
| 5211 · Fundraising Materials            | 3,153.00                | 916.67           | 2,236.33              | 343.96%            |
| 5235 · Brochure                         | 0.00                    | 68.75            | -68.75                | 0.0%               |
| 5240 · Technology Consulting            | 0.00                    | 0.00             | 0.00                  | 0.0%               |
| 5241 · Web Hosting/Internet             | 1,252.02                | 550.00           | 702.02                | 227.64%            |
| 5242 · Contact Mgt/SALSA                | 1,968.52                | 2,062.50         | -93.98                | 95.44%             |
| 5243 · Consulting Services              |                         |                  |                       |                    |
| 5244 · Strategic Plan                   | 0.00                    | 6,806.25         | -6,806.25             | 0.0%               |
| 5243 · Consulting Services - Other      | 535.00                  | 916.67           | -381.67               | 58.36%             |
| <b>Total 5243 · Consulting Services</b> | <b>535.00</b>           | <b>7,722.92</b>  | <b>-7,187.92</b>      | <b>6.93%</b>       |
| 5250 · Graphics/Design/Editing          | 0.00                    | 229.17           | -229.17               | 0.0%               |
| 5260 · Communications                   | 3,310.00                | 1,639.00         | 1,671.00              | 201.95%            |
| 5270 · Miscellaneous Expenses           | 60.00                   | 916.67           | -856.67               | 6.55%              |
| 6560 · Payroll Expenses                 | 1,913.96                | 275.00           | 1,638.96              | 695.99%            |
| <b>Total Expense</b>                    | <b>64,770.27</b>        | <b>94,508.37</b> | <b>-29,738.10</b>     | <b>68.53%</b>      |
| <b>Net Ordinary Income</b>              | <b>36,631.00</b>        | <b>-5,500.01</b> | <b>42,131.01</b>      | <b>-666.02%</b>    |
| <b>Other Income/Expense</b>             |                         |                  |                       |                    |
| <b>Other Income</b>                     |                         |                  |                       |                    |
| 4040 · Social Justice Grant Fund        | -120.00                 |                  |                       |                    |
| <b>Total Other Income</b>               | <b>-120.00</b>          |                  |                       |                    |
| <b>Net Other Income</b>                 | <b>-120.00</b>          | <b>0.00</b>      | <b>-120.00</b>        | <b>100.0%</b>      |
| <b>Net Income</b>                       | <b>36,511.00</b>        | <b>-5,500.01</b> | <b>42,011.01</b>      | <b>-663.84%</b>    |